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PETFOOD INDUSTRY

Tracking Study Of Pet Food Industry Suppliers

July 1988

Research Section of Watt Publishing Co.

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PETFOOD INDUSTRY TRACKING STUDY OF PET FOOD INDUSTRY SUPPLIERS

TABLE OF CONTENTS

Survey Method - pg. 2

Percent Of Readers Manufacturing Pet Food, By Type - pg. 3

Pet Food Sales Volume Per Plant - pg. 4

Part I - Pet Food Ingredients - pg. 5

Part II - Dry Pet Food Equipment - pg. 16

Part III - Dry Pet Food Bags - pg. 21

Part IV - Canned Pet Food Equipment - pg. 23

Part V - Canned Pet Food Packaging - pg. 28

Part VI - Quality Control Instruments and Laboratory Equipment - pg. 30

Part VII - Titles/Functions Of Survey Respondents - pg. 32

Appendix - pg. 34

1. Questionnaire - pg. 35

2. Index - pg. 39

July 1988

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The purpose of this survey was to measure suppliers to the pet food manufacturing industry in terms of the relative number of U.S. pet food plants they have as customers - for each of 21 product classes.

SURVEY METHOD

Sample Selection: Every nth name was systematically drawn from the PETFOOD INDUSTRY January 28 1988 U.S. circulation list of pet food manufacturers. The value of n was such as to cover the list and provide some 700 names.

Sample Size:

Number in mailing sample....	692
Number of returns.....	331
Number of usable returns....	305
Number of unusable returns..	26
Percent response.....	47.8%

Questionnaire Design: The questionnaire near the back of this report was designed to obtain the information felt most needed by the PETFOOD INDUSTRY staff. The order, arrangement, and wording of the questions were guided by generally accepted mail survey technique.

Mailing Procedure: Computer-printed control cards containing the survey names and other information were numbered consecutively. Each questionnaire mailed was also numbered to match the number assigned the recipient on the control card.

The first mailing went out on February 9 1988. On February 22nd a post card reminder was mailed.

A follow-up questionnaire was mailed on March 1st to all non-respondents. On March 9th a second post card reminder was mailed.

A third questionnaire (second follow-up) identical to those in the earlier mailings went out to all non-respondents on March 28th.

Tabulation and Report Writing: The survey returns were tabulated by Analytical Computer Service, Inc., Chicago, and by the Watt Publishing Company Research Section which wrote this report.

"Does this plant manufacture any pet food?"

Percent of (305 reporting) readers* who answered "Yes"... 76%

If "Yes" . . .

(a) "What type(s) of pet food?"

	Percent of Pet Food Manufacturers** Reporting
Respondents..	233
Extruded	58%
Canned	34%
Pelleted	23%
Soft moist (30% or more moisture)	13%
Biscuits	11%
Treats (other than biscuits)	10%
Soft dry (22%-24% moisture)	6%
Frozen	3%
Other	9%

*"Readers" refers to the approximately 2,076 names on the Petfood Industry circulation list of U.S. pet food manufacturers including those in headquarters and sales offices on January 28 1988.

**"Pet food manufacturers" refers to readers in pet food manufacturing plants.

"What was this plant's approximate pet food sales volume in 1987?"

	Percent of Pet Food Manufacturers Reporting
Respondents..	190
$10,000,000 or more.....	38%
$7,000,000 to $9,999,999...	7%
$4,000,000 to $6,999,999...	11%
$1,000,000 to $3,999,999...	19%
$500,000 to $999,999.....	8%
Under $500,000.....	17%

Part I - PET FOOD INGREDIENTS

"Which companies SUPPLIED the following pet food INGREDIENTS to this pet food manufacturing plant in 1987?"

COLORING MATERIALS

Percent of (199 answering) pet food manufacturers that used any.. 65%

	Among Pet Food Manufacturers That Used Coloring Materials, Percent Reporting
Respondents..	130
Warner-Jenkinson.....	52%
Pfizer.....	24%
Columbian Chemicals....	21%
Sethness Products.....	17%
Hilton Davis Chemical..	14%
Kemin Industries.....	13%
H. Kohnstamm.....	13%
D. D. Williamson.....	8%
Allied Chemical.....	6%
Stange.....	5%
Biocon.....	3%
Other.....	12%

Average number of suppliers per user plant..... 1.9

FISHERY PRODUCTS

Percent of (186 answering) pet food manufacturers that used any.. 65%

	Among Pet Food Manufacturers That Used Fishery Products, Percent Reporting
Respondents..	120
Zapata Haynie	18%
H. J. Baker & Bro	15%
International Proteins	12%
Summit Provisions	12%
Boston Feed Supply BFS	11%
Ruleau Bros	8%
Starkist Foods	7%
Schilling Fish	6%
Bumble Bee Seafoods	4%
Amburgo	2%
*Cereal By-Products Co	2%
*O. H. Kruse	2%
*Peterson Co	2%
SDR Enterprises	2%
*Local supplier(s)	2%
*Our own	2%
*Other (mentioned once each)	15%

Average number of suppliers per user plant..... 1.3

*Written-in by respondents.

POULTRY PRODUCTS

Percent of (198 answering) pet food manufacturers that used any.. 82%

	Among Pet Food Manufacturers That Used Poultry Products, Percent Reporting
Respondents..	162
Holly Farms.....	38%
National By-Products.....	30%
Tyson Foods.....	29%
Carolina By-Products.....	11%
Perdue.....	9%
Pilgrim's Pride Industries....	6%
*Foster Farms.....	4%
*Zacky.....	2%
*ConAgra.....	1%
*Paramount Poultry.....	1%
*Pet Poultry Products.....	1%
*Simmons Industries.....	1%
*Triple T.....	1%
*Local supplier(s).....	1%
*Other (mentioned once each)...	20%
Other, not specified.....	2%

Average number of suppliers per user plant..... 1.6

*Written-in by respondents.

FLAVORINGS

Percent of (200 answering) pet food manufacturers that used any.. 72%

	Among Pet Food Manufacturers That Used Flavorings, Percent Reporting
Respondents..	144
Peterson Co.....	52%
Bioproducts, Inc.....	25%
Feed Flavors, Inc.....	22%
Mondovi Foods.....	19%
Ingredient Specialties.....	14%
Kemin Industries.....	10%
Alltech.....	8%
*Agri Flavors.....	3%
*Agrimerica.....	3%
Biocon.....	1%
*Flavor System.....	1%
*Our own.....	1%
*Other (mentioned once each)...	10%
Other, not specified.....	1%

Average number of suppliers per user plant..... 1.7

*Written-in by respondents.

PALATABILITY ENHANCERS

Percent of (199 answering) pet food manufacturers that used any.. 60%

	Among Pet Food Manufacturers That Used Palatability Enhancers, Percent Reporting
Respondents..	119
Peterson Co.....	46%
Bioproducts, Inc.....	27%
Diamond V Mills.....	24%
Mondovi Foods.....	24%
American Dehydrated Foods.....	13%
Morgan Mfg.....	13%
Ingredient Specialties.....	10%
Georgia Yeast Products.....	4%
Western Yeast.....	3%
Other.....	8%

Average number of suppliers per user plant..... 1.7

PRESERVATIVES

Percent of (199 answering) pet food manufacturers that used any.. 55%

	Among Pet Food Manufacturers That Used Preservatives, Percent Reporting
Respondents..	109
Syntex Agribusiness.....	30%
Monsanto.....	21%
Gallard-Schlesinger Industries	19%
Eastman Chemical Products.....	13%
Agrimerica.....	10%
Kemin Industries.....	10%
Dow Chemical.....	7%
Union Carbide.....	6%
Allied Chemical.....	4%
Alltech.....	2%
Hercules.....	2%
*Other (mentioned once each)...	9%
Other, not specified.....	3%

Average number of suppliers per user plant..... 1.4

*Written-in by respondents.

TRACE MINERALIZED SALT MIXES

Percent of (200 answering) pet food manufacturers that used any.. 80%

	Among Pet Food Manufacturers That Used Trace Mineralized Salt Mixes, Percent Reporting
Respondents..	159
Cargill	30%
Hoffmann-LaRoche	28%
Diamond Crystal Salt	23%
Morton Salt	19%
American Salt	13%
Southeastern Minerals	11%
Carey Salt	9%
Prince Agri Products	9%
J. M. Huber - Calcium Carbonate Div.	8%
Eastern Minerals	5%
Cadco	4%
Hardy Salt	4%
Nutra Blend	4%
Sifto Salt Div. - Domtar Industries	1%
Seaboard Supply	1%
Other	7%

Average number of suppliers per user plant..... 1.8

VITAMINS and/or VITAMIN PREMIXES

Percent of (203 answering) pet food manufacturers that used any.. 94%

	Among Pet Food Manufacturers That Used Vitamins and/or Vitamin Premixes, Percent Reporting
Respondents..	191
Hoffmann-LaRoche	57%
BASF	18%
Nutrius	16%
Thompson-Hayward Chemical	8%
Carl S. Akey	7%
Pfizer	6%
Vitamins, Inc	4%
*Cadco	2%
Dawe's Laboratories	2%
*Duphar	2%
*Feed Specialties	2%
*Henwood	2%
*Mowe's SNS	2%
*Nutra Blend	2%
*Nutri Basics	2%
*Mountaire	1%
*Rhone-Poulenc	1%
*TC Products	1%
*Our own	2%
*Other (mentioned once each)	6%

Average number of suppliers per user plant..... 1.4

*Written-in by respondents.

DRIED MILK PRODUCTS

Percent of (194 answering) pet food manufacturers that used any.. 59%

	Among Pet Food Manufacturers That Used Dried Milk Products, Percent Reporting
Respondents..	115
Milk Specialties Co.....	33%
Land O'Lakes.....	32%
Merrick Foods.....	28%
Mid America Farms.....	10%
Erie Casein.....	8%
La Budde Feed & Grain.....	4%
*Adell Whey.....	3%
Aurell Food Products.....	3%
*Manna-Pro.....	2%
Pollio Dairy Products.....	2%
*Royal Milc.....	2%
*A broker.....	2%
*Other (mentioned once each)...	10%
Other, not specified.....	2%

Average number of suppliers per user plant..... 1.4

*Written-in by respondents.

CHEESE POWDERS or BLENDS

Percent of (190 answering) pet food manufacturers that used any.. 46%

Among Pet Food Manufacturers That Used Cheese Powders or Blends, Percent Reporting	
Respondents..	88
Morgan Manufacturing.....	34%
Land O'Lakes.....	30%
Cereal By-Products Co.....	14%
Mid America Farms.....	11%
Milk Specialties Co.....	10%
Dairyland Food Laboratories...	6%
International Distributing....	6%
*Peterson Co.....	5%
Pollio Dairy Products.....	3%
Erie Casein.....	2%
*Pacific Chemicals.....	2%
*Triple F.....	2%
Aurell Food Products.....	1%
Clofine Dairy Products.....	1%
*Other (mentioned once each)...	8%

Average number of suppliers per user plant..... 1.4

*Written-in by respondents.

Part II - DRY PET FOOD EQUIPMENT

"Which companies manufactured the following EQUIPMENT used in your plant to make DRY pet food?"

EXTRUDERS

Percent of (191 answering) dry pet food manufacturers that use any..... 69%

	Among Dry Pet Food Manufacturers That Use Extruders, Percent Reporting
Respondents..	132
Wenger Mfg.....	60%
Sprout-Bauer.....	23%
Anderson International.....	20%
Insta-Pro (Triple "F").....	5%
Bonnot.....	4%
Bepex.....	2%
Other.....	12%

Average number of suppliers per user plant..... 1.3

DRYERS and/or COOLERS

Percent of (184 answering) dry pet food manufacturers that use any..... 79%

	Among Dry Pet Food Manufacturers That Use Dryers and/or Coolers, Percent Reporting
Respondents..	146
Aeroglide.....	32%
Wenger Mfg.....	27%
Proctor & Schwartz.....	24%
Sprout-Bauer.....	11%
*CPM, California Pellet Mill.....	7%
B N W Industries.....	5%
Werner Lehara.....	3%
Anderson International.....	2%
*Belt-O-Matic.....	1%
*FMC.....	1%
*Custom built.....	1%
*Other (mentioned once each).....	8%
Other, not specified.....	3%

Average number of suppliers per user plant..... 1.3

*Written-in by respondents.

PACKAGING SCALES

Percent of (177 answering) dry pet food manufacturers that use any..... 88%

	Among Dry Pet Food Manufacturers That Use Packaging Scales, Percent Reporting
Respondents..	156
Howe Richardson.....	38%
Parsons Systems.....	31%
Bemis.....	28%
Union Camp.....	18%
Triangle Packaging Machinery.	15%
Hayssen Mfg.....	5%
Wright Machinery.....	3%
Haver Filling Systems.....	1%
International Paper.....	1%
McCullough.....	1%
Other.....	12%

Average number of suppliers per user plant..... 1.5

BAG CLOSERS

Percent of (189 answering) dry pet food manufacturers that use any..... 80%

	Among Dry Pet Food Manufacturers That Use Bag Closers, Percent Reporting
Respondents..	152
Doboy Packaging Machinery.....	48%
Fischbein, Dave.....	35%
Union Special.....	28%
Parsons Systems.....	11%
Slidell.....	4%
McCullough.....	1%
Other.....	9%

Average number of suppliers per user plant..... 1.4

Part III - DRY PET FOOD BAGS

"Who supplied your BAG needs for dry pet food in 1987?"

Percent of (178 answering) dry pet food manufacturers that had any..... 84%

	Among Dry Pet Food Manufacturers That Used Bags, Percent Reporting
Respondents..	150
Bemis	49%
Union Camp	33%
Stone Container Bag Div	31%
Bancroft Bag	17%
Chase Bag	14%
International Paper	13%
Werthan Industries	11%
American Bag & Paper	7%
Harley	6%
*Southern Bag	5%
*Greif Bros	4%
*Mid America Packaging	3%
*Apex	2%
*Langston	2%
*Midwest Bag	2%
*Percy Kent	2%
*Central Bag	1%
*Gillman	1%
*Imperial Packaging	1%
McDowell Industries	1%
*Pioneer Container	1%
*Standard Bag	1%
*Other (mentioned once each)	6%

Average number of suppliers per user plant..... 2.1

*Written-in by respondents.

Part IV - CANNED PET FOOD EQUIPMENT

"Who manufactured the following EQUIPMENT used in your plant to make CANNED pet food?"

GRINDERS

Percent of (70 answering) canned pet food manufacturers** that use any.. 99%

	Among Canned Pet Food Manufacturers That Use Grinders, Percent Reporting
Respondents..	69
Weiler.....	72%
Jacobson Machine Works.....	14%
Sprout-Bauer.....	7%
*Buffalo.....	4%
*Palmia.....	4%
*Wolfking.....	4%
Alard Equipment.....	3%
*Autio.....	3%
Bepex.....	3%
Barr Equipment.....	1%
Chemetron.....	1%
Marlen Research.....	1%
*Other (mentioned once each)...	6%
Other, not specified.....	3%

Average number of suppliers per user plant..... 1.3

*Written-in by respondents.

**Based on questionnaire question 1(a) respondents who checked that they manufacture canned pet food, to eliminate responses to questions 5 and 6 from those who do not manufacture canned pet food.

MIXERS

Percent of (61 answering) canned pet food manufacturers that use any.. 95%

	Among Canned Pet Food Manufacturers That Use Mixers, Percent Reporting
Respondents..	58
Weiler	31%
Wenger Mfg	14%
*Reitz	9%
Hayes & Stolz Ind. Mfg	7%
Werner Lehara	7%
Champion Products	3%
Cherry-Burrell	3%
Crepaco	2%
*Scott Equipment	2%
*Our own	10%
*Custom built	9%
*Other (mentioned once each)	22%
Other, not specified	5%

Average number of suppliers per user plant..... 1.3

*Written-in by respondents.

HYDROSTATIC COOKERS

Percent of (66 answering) canned pet food manufacturers that use any.. 76%

	Among Canned Pet Food Manufacturers That Use Hydrostatic Cookers, Percent Reporting
Respondents..	50
FMC Corp.....	54%
Malo.....	44%
*Mather-Platt.....	6%
*Stork.....	4%
Continental Can.....	2%
*Other (mentioned once each)....	10%
Other, not specified.....	4%

Average number of suppliers per user plant..... 1.2

*Written-in by respondents.

CASERS and/or TRAY FORMERS

Percent of (63 answering) canned pet food manufacturers that use any.. 87%

	Among Canned Pet Food Manufacturers That Use Casers and/or Tray Formers, Percent Reporting
Respondents..	55
FMC Corp.	22%
New Way Packaging Machinery	16%
*Kister	15%
*Pakmaster	15%
Continental Can	13%
*Standard Knapp	9%
A-B-C Packaging Machine	7%
*Burt	5%
*Pyramid Industries	5%
*Other (mentioned once each)	22%
Other, not specified	7%

Average number of suppliers per user plant..... 1.4

*Written-in by respondents.

Part V - CANNED PET FOOD PACKAGING

"Who supplied your METAL CANS for canned pet food in 1987?"

Percent of (74 answering) canned pet food manufacturers that used any.. 97%

	Among Canned Pet Food Manufacturers That Used Metal Cans, Percent Reporting
Respondents..	72
American/National Can.....	25%
Carnation Co., Can Div.....	24%
Heekin Can.....	18%
*Crown Cork & Seal Co.....	15%
*Finger Lakes.....	7%
Central States Can.....	6%
Continental Can.....	6%
*Make our own.....	29%
*Other (mentioned once each)....	15%
Other, not specified.....	3%

Average number of suppliers per user plant..... 1.5

*Written-in respondents.

Part VI - QUALITY CONTROL INSTRUMENTS AND LABORATORY EQUIPMENT

"Who made the INSTRUMENTS and LABORATORY EQUIPMENT used in this plant for QUALITY CONTROL of your pet food ingredients and finished products?"

Percent of (175 answering) pet food manufacturers that have any..... 79%

Among Pet Food Manufacturers That Have Quality Control Instruments and Laboratory Equipment, Percent Reporting

Respondents..	138
Technicon Instruments.....	41%
Brinkmann Instruments.....	25%
Corning Science Products.....	16%
Foss America.....	14%
Pacific Scientific Co., Gardner/Neotec Instrument Div..	13%
Dixie Canner Equipment.....	9%
Tecator.....	9%
*CEM Corp.....	7%
Moisture Register.....	7%
*Ohaus.....	5%
*Fisher Scientific.....	4%
*Hach.....	4%
*Dickey-John.....	2%
*Cenco.....	1%
*Labconco Corp.....	1%
*Seedboro.....	1%
*Taylor.....	1%
*Other (mentioned once each).....	17%

Average number of suppliers per user plant..... 1.8

*Written-in by respondents.

Part VII - TITLES/FUNCTIONS OF SURVEY RESPONDENTS

"What is your own title or chief job responsibility?"

	Percent of Readers Reporting
Respondents..	287
President/Owner	18%
General Manager	14%
Production Manager	11%
Buyer	1%
Purchasing Agent	3%
Marketing Manager	9%
Other (written-in):	
Chief Executive Officer	1%
Vice President	2%
Assistant to President	1%
Consultant	2%
Plant Management	1%
Quality Assurance/Control Management	6%
Research and Development; Research	5%
Nutrition	4%
Engineering	3%
Technical Service Management	1%
Maintenance Management	1%
Traffic Management	1%
Laboratory Manager	1%
Product Manager	1%
Sales Management	4%
Sales	2%
Miscellaneous (mentioned once each)	8%
	100%

APPENDIX

1. Questionnaire

2. Index

Note: If this company has more than one pet food manufacturing plant, please answer only for the one where you spend the largest part of your pet food plant time.

START HERE

1. Does this plant manufacture any pet food? (please check) ☐ Yes ☐ No
(5) 1 2
If "No," please skip to question 8.

If "Yes" . . .

(a) What type(s) of pet food? (please check all that apply)

(6) 1☐ Canned
2☐ Extruded
3☐ Pelleted
4☐ Soft moist (30% or more moisture)
5☐ Soft dry (22%-24% moisture)
6☐ Biscuits
7☐ Treats (other than biscuits)
8☐ Frozen
9☐ Other (please specify) _____

(b) What was this plant's approximate pet food sales volume in 1987? (please check)

(7) 1☐ Under $500,000
2☐ $500,000 to $999,999
3☐ $1,000,000 to $3,999,999
4☐ $4,000,000 to $6,999,999
5☐ $7,000,000 to $9,999,999
6☐ $10,000,000 or more

2. Which companies **supplied** the following pet food **ingredients** to this pet food manufacturing plant in 1987? (for each ingredient, please **check** all the companies that apply)

(a) **Coloring Materials**

(8) 1☐ Did not use any

(9) 1☐ Allied Chemical
2☐ Biocon
3☐ Columbian Chemicals
4☐ Hilton Davis Chemical
5☐ Kemin Industries
6☐ H. Kohnstamm
7☐ Pfizer
8☐ Sethness Products
9☐ Stange
0☐ Warner-Jenkinson
X☐ D.D. Williamson
Y☐ Other (please specify)
_____

(Pet food ingredient suppliers cont'd)

(b) **Fishery Products**

(10) 1☐ Did not use any

(11) 1☐ Amburgo
2☐ H.J. Baker & Bro.
3☐ Boston Feed Supply BFS
4☐ Bumble Bee Seafoods
5☐ International Proteins
6☐ Ruleau Bros.
7☐ Schilling Fish
8☐ SDR Enterprises
9☐ Seafood Meal and Fertilizer Co.
0☐ Starkist Foods
X☐ Summit Provisions
Y☐ Zapata Haynie
(12) 1☐ Other (please specify) _____

(c) **Poultry Products**

(13) 1☐ Did not use any

(14) 1☐ Carolina By-Products
2☐ Holly Farms
3☐ National By-Products
4☐ Perdue
5☐ Pilgrim's Pride Industries
6☐ Tyson Foods
7☐ Other (please specify _____

(d) **Flavorings**

(15) 1☐ Did not use any

(16) 1☐ Alltech
2☐ Biocon
3☐ Bioproducts, Inc.
4☐ Feed Flavors, Inc.
5☐ Ingredient Specialties
6☐ Kemin Industries
7☐ Mondovi Foods
8☐ Peterson Co.
9☐ Other (please specify) _____

(Pet food ingredient suppliers cont'd)

(e) Palatability Enhancers

(17) 1 ☐ Did not use any

(18) 1 ☐ American Dehydrated Foods
2 ☐ Bioproducts, Inc.
3 ☐ Diamond V Mills
4 ☐ Georgia Yeast Products
5 ☐ Ingredient Specialties
6 ☐ Mondovi Foods
7 ☐ Morgan Mfg.
8 ☐ Peterson Co.
9 ☐ Western Yeast
0 ☐ Other (please specify) _____

(f) Preservatives

(19) 1 ☐ Did not use any

(20) 1 ☐ Agrimerica
2 ☐ Allied Chemical
3 ☐ Alltech
4 ☐ Dow Chemical
5 ☐ Eastman Chemical Products
6 ☐ Gallard-Schlesinger Industries
7 ☐ Hercules
8 ☐ Kemin Industries
9 ☐ Monsanto
0 ☐ Syntex Agribusiness
X ☐ Union Carbide
Y ☐ Other (please specify) _____

(g) Trace Mineralized Salt Mixes

(21) 1 ☐ Did not use any

(22) 1 ☐ American Salt
2 ☐ Cadco
3 ☐ Carey Salt
4 ☐ Cargill
5 ☐ Diamond Crystal Salt
6 ☐ Sifto Salt Div. - Domtar Industries
7 ☐ Eastern Minerals
8 ☐ Hardy Salt
9 ☐ Hoffmann-LaRoche
0 ☐ J.M. Huber - Calcium Carbonate Div.
X ☐ Inman & Co.
Y ☐ Morton Salt

(23) 1 ☐ Nutra Blend
2 ☐ Prince Agri Products
3 ☐ Seaboard Supply
4 ☐ Southeastern Minerals
5 ☐ Other (please specify) _____

(Pet food ingredient suppliers cont'd)

(h) Vitamins and/or Vitamin Premixes

(24) 1 ☐ Did not use any

(25) 1 ☐ Carl S. Akey
2 ☐ BASF
3 ☐ Dawe's Laboratories
4 ☐ Hoffmann-LaRoche
5 ☐ Nutrius
6 ☐ Pfizer
7 ☐ Thompson-Hayward Chemical
8 ☐ Vitamins, Inc.
9 ☐ Other (piease specify) _____

(i) Dried Milk Products

(26) 1 ☐ Did not use any

(27) 1 ☐ Aurell Food Products
2 ☐ Clofine Dairy Products
3 ☐ Erie Casein
4 ☐ La Budde Feed & Grain
5 ☐ Land O'Lakes
6 ☐ Merrick Foods
7 ☐ Mid America Farms
8 ☐ Milk Specialties Co.
9 ☐ New Generation Foods
0 ☐ Pollio Dairy Products
X ☐ Other (please specify) _____

(j) Cheese Powders or Blends

(28) 1 ☐ Did not use any

(29) 1 ☐ Aurell Food Products
2 ☐ Cereal By-Products Co.
3 ☐ Clofine Dairy Products
4 ☐ Dairyland Food Laboratories
5 ☐ Erie Casein
6 ☐ International Distributing
7 ☐ Land O'Lakes
8 ☐ Mid America Farms
9 ☐ Milk Specialties Co.
0 ☐ Morgan Manufacturing
X ☐ New Generation Foods
Y ☐ Pollio Dairy Products

(30) 1 ☐ Other (please specify) _____

If you do **not** manufacture **dry** pet food, please skip to question 5.

3. Which companies manufactured the following **equipment** used in your plant to make **dry** pet food? (please check all companies that apply)

(a) **Extruders**

(31) 1 ☐ Do not use any

(32) 1 ☐ Anderson International
2 ☐ Bepex
3 ☐ Bonnot
4 ☐ Clextral
5 ☐ Insta-Pro (Triple "F")
6 ☐ Sprout-Bauer
7 ☐ Walter Maschinenbau
8 ☐ Wenger Mfg.
9 ☐ Other (please specify) _____

(b) **Dryers and/or Coolers**

(33) 1 ☐ Do not use any

(34) 1 ☐ Aeroglide
2 ☐ Anderson International
3 ☐ B N W Industries
4 ☐ Proctor & Schwartz
5 ☐ Sprout-Bauer
6 ☐ Wenger Mfg.
7 ☐ Werner Lehara
8 ☐ Other (please specify) _____

(c) **Packaging Scales**

(35) 1 ☐ Do not use any

(36) 1 ☐ Bemis
2 ☐ Haver Filling Systems
3 ☐ Hayssen Mfg.
4 ☐ Howe Richardson
5 ☐ International Paper
6 ☐ McCullough
7 ☐ Parsons Systems
8 ☐ Triangle Packaging Machinery
9 ☐ Union Camp
0 ☐ Wright Machinery
X ☐ Other (please specify) _____

(d) **Bag Closers**

(37) 1 ☐ Do not use any

(38) 1 ☐ Doboy Packaging Machinery
2 ☐ Fischbein, Dave
3 ☐ Haver Filling Systems
4 ☐ McCullough
5 ☐ Parsons Systems
6 ☐ Slidell
7 ☐ Union Special
8 ☐ Other (please specify) _____

4. Who supplied your **bag** needs for dry pet food in 1987? (please check all firms that apply)

(39) 1 ☐ Do not use any

(40) 1 ☐ American Bag & Paper
2 ☐ Bancroft Bag
3 ☐ Bemis
4 ☐ Bonar Packaging
5 ☐ Chase Bag
6 ☐ Harley
7 ☐ International Paper
8 ☐ McDowell Industries
9 ☐ Stone Container Bag Div.
0 ☐ Union Camp
X ☐ Werthan Industries
Y ☐ Other (please specify) _____

If you do **not** manufacture **canned** pet food, please skip to question 7.

5. Who manufactured the following **equipment** used in your plant to make **canned** pet food? (please check all companies that apply)

(a) **Grinders**

(41) 1 ☐ Do not use any

(42) 1 ☐ Alard Equipment
2 ☐ Barr Equipment
3 ☐ Bepex
4 ☐ Chemetron
5 ☐ Jacobson Machine Works
6 ☐ Marlen Research
7 ☐ Sprout-Bauer
8 ☐ Weiler
9 ☐ Other (please specify) _____

(b) **Mixers**

(43) 1 ☐ Do not use any

(44) 1 ☐ Bepex
2 ☐ Champion Products
3 ☐ Champion Trading
4 ☐ Cherry-Burrell
5 ☐ Crepaco
6 ☐ Duplex Mill & Mfg.
7 ☐ Hayes & Stolz Ind. Mfg.
8 ☐ Rapids Machinery
9 ☐ Weiler
0 ☐ Wenger Mfg.
X ☐ Werner Lehara
Y ☐ Other (please specify) _____

please turn to back page

(Suppliers of equipment for **canned** pet food cont'd)

(c) Hydrostatic Cookers

(45) 1☐ Do not use any

(46) 1☐ Bepex
2☐ Chemetron
3☐ Continental Can
4☐ FMC Corp.
5☐ Malo
6☐ Other (please specify) _____

(d) Casers and/or Tray Formers

(47) 1☐ Do not use any

(48) 1☐ A-B-C Packaging Machine
2☐ Climax
3☐ Continental Can
4☐ FMC Corp.
5☐ New Way Packaging Machinery
6☐ Rexham Machinery Group
7☐ Other (please specify) _____

6. Who supplied your **metal cans** for canned pet food in 1987? (please check all that apply)

(49) 1☐ Did not use any

(50) 1☐ American/National Can
2☐ Carnation Co., Can Div.
3☐ Central States Can
4☐ Continental Can
5☐ Heekin Can
6☐ Other (please specify) _____

7. Who made the **instruments** and **laboratory equipment** used in this plant for **quality control** of your pet food ingredients and finished products? (please check all that apply)

(51) 1☐ Do not have any

(52) 1☐ Brinkmann Instruments
2☐ Corning Science Products
3☐ Dixie Canner Equipment
4☐ Foss America
5☐ Moisture Register
6☐ Pacific Scientific Co., Gardner/Neotec Instrument Div.
7☐ Tecator
8☐ Technicon Instruments
9☐ Other (please specify) _____

8. What is your own title or chief job responsibility? (please check)

(53) 1☐ President/Owner
2☐ General Manager
3☐ Production Manager
4☐ Buyer
5☐ Purchasing Agent
6☐ Marketing Manager
7☐ Other (please specify) _____

Thank you for returning this folder promptly. We appreciate your interest in PETFOOD INDUSTRY, and I am sure this information will help us to make it even more valuable to you.

Clayton Gill,
Editorial Director

PETFOOD INDUSTRY
Mount Morris, Illinois 61054

INDEX

Part I - PET FOOD INGREDIENTS

Product

Coloring Materials, 6
Fishery Products, 7
Poultry Products, 8
Flavorings, 9
Palatability Enhancers, 10
Preservatives, 11
Trace Mineralized Salt Mixes, 12
Vitamins and/or Vitamin Premixes, 13
Dried Milk Products, 14
Cheese Powders or Blends, 15

Company

Adell Whey, 14
Agri Flavors, 9
Agrimerica, 9, 11
Carl S. Akey, 13
Allied Chemical, 6, 11
Alltech, 9, 11
Amburgo, 7
American Dehydrated Foods, 10
American Salt, 12
Aurell Food Products, 14, 15
H. J. Baker & Bro., 7
BASF, 13
Biocon, 6, 9
Bioproducts, Inc., 9, 10
Boston Feed Supply BFS, 7
Bumble Bee Seafoods, 7
Cadco, 12, 13
Carey Salt, 12
Cargill, 12
Carolina By-Products, 8
Cereal By-Products Co., 7, 15
Clofine Dairy Products, 15
Columbian Chemicals, 6
ConAgra, 8
Dairyland Food Laboratories, 15
Dawe's Laboratories, 13
Diamond Crystal Salt, 12
Diamond V Mills, 10
Sifto Salt Div. - Domtar Industries, 12
Dow Chemical, 11
Duphar, 13
Eastern Minerals, 12
Eastman Chemical Products, 11
Erie Casein, 14, 15
Feed Flavors, Inc., 9
Feed Specialties, 13
Flavor System, 9

Company (cont.)

Foster Farms, 8
Gallard-Schlesinger Industries, 11
Georgia Yeast Products, 10
Hardy Salt, 12
Henwood, 13
Hercules, 11
Hilton Davis Chemical, 6
Hoffmann-LaRoche, 12, 13
Holly Farms, 8
J.M. Huber - Calcium Carbonate Div., 12
Ingredient Specialties, 9, 10
International Distributing, 15
International Proteins, 7
Kemin Industries, 6, 9, 11
H. Kohnstamm, 6
O. H. Kruse, 7
La Budde Feed & Grain, 14
Land O'Lakes, 14, 15
Manna-Pro, 14
Merrick Foods, 14
Mid America Farms, 14, 15
Milk Specialties Co., 14, 15
Mondovi Foods, 9, 10
Monsanto, 11
Morgan Mfg., 10, 15
Morton Salt, 12
Mountaire, 13
Mowe's SNS, 13
National By-Products, 8
Nutra Blend, 12, 13
Nutri Basics, 13
Nutrius, 13
Pacific Chemicals, 15
Paramount Poultry, 8
Perdue, 8
Peterson Co., 7, 9, 10, 15
Pet Poultry Products, 8
Pfizer, 6, 13
Pilgrim's Pride Industries, 8
Pollio Dairy Products, 14, 15
Prince Agri Products, 12
Rhone-Poulenc, 13
Royal Milc, 14
Ruleau Bros., 7
Schilling Fish, 7
SDR Enterprises, 7
Seaboard Supply, 12
Sethness Products, 6
Simmons Industries, 8
Southeastern Minerals, 12
Stange, 6
Starkist Foods, 7

Company (cont.)

Summit Provisions, 7
Syntex Agribusiness, 11
TC Products, 13
Thompson-Hayward Chemical, 13
Triple F, 15
Triple T, 8
Tyson Foods, 8
Union Carbide, 11
Vitamins, Inc., 13
Warner-Jenkinson, 6
Western Yeast, 10
D. D. Williamson, 6
Zacky, 8
Zapata Haynie, 7

Part II - DRY PET FOOD EQUIPMENT

Product

Extruders, 17
Dryers and/or Coolers, 18
Packaging Scales, 19
Bag Closers, 20

Company

Aeroglide, 18
Anderson International, 17, 18
Belt-O-Matic, 18
Bemis, 19
Bepex, 17
B N W Industries, 18
Bonnot, 17
CPM, California Pellet Mill, 18
Doboy Packaging Machinery, 20
Fischbein, Dave, 20
FMC, 18
Haver Filling Systems, 19
Hayssen Mfg., 19
Howe Richardson, 19
Insta-Pro (Triple "F"), 17
International Paper, 19
McCullough, 19, 20
Parsons Systems, 19, 20
Proctor & Schwartz, 18
Slidell, 20
Sprout-Bauer, 17, 18
Triangle Packaging Machinery, 19
Union Camp, 19
Union Special, 20
Wenger Mfg., 17, 18
Werner Lehara, 18
Wright Machinery, 19

Part III - DRY PET FOOD BAGS

Product

Bags, 22

Company

American Bag & Paper, 22
Apex, 22
Bancroft Bag, 22
Bemis, 22
Central Bag, 22
Chase Bag, 22
Gillman, 22
Greif Bros., 22
Harley, 22
Imperial Packaging, 22
International Paper, 22
Langston, 22
McDowell Industries, 22
Mid America Packaging, 22
Midwest Bag, 22
Percy Kent, 22
Pioneer Container, 22
Southern Bag, 22
Standard Bag, 22
Stone Container Bag Div., 22
Union Camp, 22
Werthan Industries, 22

Part IV - CANNED PET FOOD EQUIPMENT

Product

Grinders, 24
Mixers, 25
Hydrostatic Cookers, 26
Casers and/or Tray Formers, 27

Company

A-B-C Packaging Machine, 27
Alard Equipment, 24
Autio, 24
Barr Equipment, 24
Bepex, 24
Buffalo, 24
Burt, 27
Champion Products, 25
Chemetron, 24
Cherry-Burrell, 25
Continental Can, 26, 27
Crepaco, 25

Company (cont.)

FMC Corp., 26, 27
Hayes & Stolz Ind. Mfg. 25
Jacobson Machine Works, 24
Kister, 27
Malo, 26
Marlen Research, 24
Mather-Platt, 26
New Way Packaging Machinery, 27
Pakmaster, 27
Palmia, 24
Pyramid Industries, 27
Reitz, 25
Scott Equipment, 25
Sprout-Bauer, 24
Standard Knapp, 27
Stork, 26
Weiler, 24, 25
Wenger Mfg., 25
Werner Lehara, 25
Wolfking, 24

Part V - CANNED PET FOOD PACKAGING

Product

Metal Cans, 29

Company

American/National Can, 29
Carnation Co., Can Div., 29
Central States Can, 29
Continental Can, 29
Crown Cork & Seal Co., 29
Finger Lakes, 29
Heekin Can, 29

Part VI - QUALITY CONTROL INSTRUMENTS AND LABORATORY EQUIPMENT

Product

Quality Control Instruments and Laboratory Equipment, 31

Company

Brinkmann Instruments, 31
CEM Corp., 31
Cenco, 31

Company (cont.)

Corning Science Products, 31
Dickey-John, 31
Dixie Canner Equipment, 31
Fisher Scientific, 31
Foss America, 31
Hach, 31
Labconco Corp., 31
Moisture Register, 31
Ohaus, 31
Pacific Scientific Co., Gardner/Neotec Instrument Div., 31
Seedboro, 31
Taylor, 31
Tecator, 31
Technicon Instruments, 31